



# Spotlight

March 2005

American Income Life & National Income Life

Volume 38 • Number 3

## Recognizing Excellence





FROM THE DESK OF:

**Roger Smith**  
President & CEO  
American Income Life

## Growing is Our Goal

I want to start this month's comment off by explaining some things. First, in our focus of getting back to the basics and getting better at it, please realize that growth is our goal. Secondly, in order to foster growth, as we recruit and train Agents, our mission is to provide the tools and support necessary for each Agent to be successful, producing at the level necessary to earn a bonus each month, and reach their desired income levels. Third, it is important to understand that this goal of growth is a Company-wide responsibility — from the field force to the Home Office. Growing within the framework of these three points is not only possible, but highly probable.

Accepting that growth is an American Income and National Income goal is the first step toward making 2005 a successful year. The term growth means different things to different people. In our case, growth for a Career Agent means getting back to the basics and working to improve their presentation, educating themselves on time management, learning how to deal with objections, how to become more proficient with their rebuttals, learning more about the insurance products we have available to best serve the needs of their customers, understanding the importance of quality business, and the best ways to reinforce the sale and conserving the business. For those of you in leadership, it is the growth of your Agency. This means increasing not only the number of Agents you lead, but also providing the tools they need to increase their production and providing them with encouragement and support. More importantly, growth is net Agents grown — not just codes. I believe when many of you are thinking of codes, you are thinking strictly in the warm body sense. This is not the case. A true code is an Agent who is successfully producing, and growth is based on average Agents earning a bonus within an Agency.

Average Agents earning a bonus within an Agency brings me to my next point which is in order to encourage growth we need to provide the tools and leadership for each Agent who is coded to be successful. As leaders recruit and train new Agents, they need to spend time with each person to make sure they have the knowledge and sales skills which will allow them to be successful. Making sure each Agent is fully prepared to deal with the trials and challenges of being in the field is a big responsibility, but one each leader

must be willing to take on to ensure the success of those they lead. This in turn will allow every Agent the opportunity to receive a bonus. What all this means is we must recruit with the frame of mind that we are going to put every effort into making every Agent successful regardless of the path they choose within the Company. However, I want you to think about this concept. I don't want you to think these are just words on a page — forgetting them as soon as you read them. I want you to really think about this concept. If we all took a personal, vested interest in recruiting and followed that recruit through training, each of your Management teams, your Agencies, and ultimately the Company would experience growth. Whether you are a Personal Producer or an Agency builder, receiving a monthly bonus rewards you for success. Therefore, acknowledge that the bonus is what helps foster a sense of achievement.

What we want to do — what I want to do — is create a culture of growth; thereby, empowering every one of you through a clear-cut path of progression. The goal is to grow both as a person, as a Producer, and if you so desire, as a leader. The mission is to create an environment where everyone wants growth, pitching in to help build their Agencies. This is a responsibility for everyone involved, not just a select few. Even if you don't want to be a leader, we encourage each Producer to recruit their friends or neighbors to join the American Income and National Income teams. Remember, we do have a Personal Recruiting Bonus that will reward those who want to share the opportunity for success with others. Our goal — no one is left behind! The idea is for everyone to band together in promoting this Company-concept of growth.

Again, growing within the framework of these three points is not only possible, but probable. However, do not misunderstand. There may be certain obstacles which will need to be overcome in this journey toward growth, but be sure that if everyone does their part, we can overcome them together.

Back to the basics,

### Dates to Remember

**Wednesday, April 27, 2005**  
All business and PR credits must at the Home Office to count for April production.

### Total Bonuses Paid Out

This month AIL and NILICO paid a total of \$634,878.56 in bonuses. For more information on the monthly bonuses, turn to Page 15.

### Required Retention Rate

**Effective Jan. 1, 2005**, to be eligible for bonuses and featured in *Spotlight*, Producers must meet the required Retention rate or the minimum Net to Gross. The Net to Gross rate varies based on bonus guidelines. The rate listed below is for *Spotlight* recognition only. Net to Gross is used only during the Producer's first eight months.

Retention: 68.0%  
Net to Gross: 78%

### Congratulations are in Order!

**Eric Labossiere**, an MGA with the Rick Altig Agency, achieved \$100,000 of 13-month in force premium.

**Ed Olfert**, an MGA with the Rick Altig Agency, achieved \$100,000 of 13-month in force premium.

**Rosalie Zwicker**, an Individual Producer with the Joseph Manone Agency, achieved \$100,000 of 13-month in force premium.

### AMS Correction

AMS is currently not available for CEP 247 members or National Income. Also, please note, in the contract level chart shown on Page 13 of the February 2005 issue of *Spotlight*, a 60 percent GA will only require four Agents coded instead of five.

### Look for the Asterisk

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the New Orleans Awards Presentation, are the: top SGA from each category, top two PR Managers and top two PR Representatives from each category, top five MGAs, top five GAs, the top SA, and top ten Individual Producers. *Check your production! If there is an asterisk by your position, you could be on your way to The Fairmont in New Orleans! The convention will be held July 27-30, 2006.*

### Privacy Awareness

*As an Agent, you frequently come in contact with applicants' and customers' private health and financial information. For this reason, it is important to familiarize yourself with our privacy policy which is posted on our Web sites for your convenience.*

Privacy laws do not prohibit the normal exchange of information which is necessary to conduct business. Which means, you can supply the Company with the information necessary to issue new business, pay claims, etc. **However, even a list of policyholder names and addresses from a CAS database is considered non-public, personal information and disclosure to any non-affiliated third party is prohibited.**

**Medical information is also highly protected. For instance, if you have received medical information about an insured when completing their application or assisting with a claim form, you are prohibited from disclosing that information unless the insured has given specific consent that a third party may receive the information.** Remember, to never discuss medical/claim information with anyone unless they are involved with underwriting or the payment of the claim.

You must be vigilant not to disclose this information in a way which violates privacy laws and should ensure the privacy of the data by shredding all personal data that is discarded. Please be sure to include privacy awareness as a part of your Agent training!

## Founder's Club Outstanding Producers

January/February 2005

AGENT	SGA	TIMES QUALIFIED	TOTAL NET ALP	N/G ▲	RETENTION
Timothy Cruise	Bob Olson	17	\$77,147		80.7
Sylvia Freeman	Williams-Williams	1	\$52,704		83.7
Karen McQuoid	Steve Friedlander	2	\$50,271		79.8
Max Quasem	David Cohen	3	\$63,334		86.8
Derek Sandilands	Rick Altig	3	\$62,057	90	

▲ Percentage of Net to Gross

### American Income Life

For over half a century, American Income Life Insurance Company has been meeting union families' needs. We are a leader in the union insurance market, and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

### Spotlight

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## Promotions

### Promoted to 52.5 Percent Supervising Agent

Tunde Abolade	Bruce Campbell	Andres Dyquiango	Joshua Horner	Thomas McElwee	Joshua Ross
Clifford Baker	Tommy Chan	Bruce Evans	Adrian Jefferson	Elizabeth Michalek	Richard Shirley
John Baker	Larry Clemons	Paul Gentile	Germou Johnson	Robert Murphy	Vitaliy Strizheus
Allison Bankowski	Freddie Copley	Robert Gerdes	Brian Jordan	Wonder Nyatanga	Moswen Taylor
Elonia Barr	Cindy Craven	Travis Goff	Jeffrey Kelly	Jennifer Palmer	Robert Trudden
Kelly Berger	Shakia Crump	Joshua Goines	Matthew Krog	Michelle Petrano	Jane Truscott
Jennifer Bodo	Holly Desmond	Jullian Goodin	Fallon Kunevicius	Jennifer Price	Benjamin Turyk
Andrew Brooks	Cyril Desrosiers	Eric Hall	Frederick Love	Mark Raiman	Louis Urquijo
Melody Bujnowski	Michael Doll	Luis Heredia	Hicely Martinez	Jason Rainboth	Matthew Willrodt
Dominick Buttiglieri	Nalda Duran	John Hornak	Stephanie McCarthy	Jane Ronga	Jamie Winkler

### Promoted to 55 Percent Supervising Agent

David Duque	Bruce Lamont	Andrew Manchon	Nicholas Zangardi
Ryan Haley	Stephen Maloney	Raymond Welch	

### Promoted to 57.5 Percent General Agent

Cory Adams	Jeff Debiak	Paul Gouveia	Bryan P Johnson	Terrell Tipton
Alla Alexander	Michel Dickey	Earle Harris	Jason Johnson	Christopher VonWerder
Samantha Chui	Steven Engrav	Justin Harris	Jessica McDowell	
Jason Coleman	Anastasiya Fedosova	Robert Hill	Owlen Reeves	
John Craig	Joanne Florer	Carl Ignatius	Beth Snow	

### Promoted to 60 Percent General Agent

Thomas Allgood	Kevin Haines	Felicia Prosser
Benjamin Foti	Ilya Kardava	James Worf

### Promoted to 65 Percent Master General Agent

James Beck	Desislava Dimitrova	Tracy Haden	Evan Kishpaugh
Concelor Davis	Donald Goodman	Jon Hanec	Stephen Preston
Joseph Diecedue	Nickolay Gusev	Scott Keeney	Adam Smith

### Promoted to Regional General Agent

Donna Coffey	Denise Gilbert	AJ O'Connor	Joshua Goodman
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### Promoted to State General Agent

Frederick Hadayia	Gregory Partee	Imran Satti
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## Company Anniversaries

# Happy Anniversary!

## Thanks for all you do. Congratulations!

### 24 Years of Service

Leonard Franks

### 23 Years of Service

Gary Bleier

### 22 Years of Service

Malka Arony

### 19 Years of Service

Alan Lehmann  
William Verbeten

### 15 Years of Service

Brenda DiSomma  
Kenneth Madden

### 14 Years of Service

Roger Fung  
Kelly McDonald

### 9 Years of Service

Steven Engrav  
Eric Tuttobene

### 8 Years of Service

David Brister  
Eric Nichols  
Bob Olson  
Matthew Wood

### 7 Years of Service

Randy Stockley

### 6 Years of Service

Robert Dailey  
Nick Nitkowski  
David Ragland

### 5 Years of Service

Paula Cooper  
Maurice Davies  
Rob Hay  
Earnest Loveless

### 4 Years of Service

Anne Bowyer  
Jean Brinkmann  
Loren Cardwell  
Scott Florin  
Rebecca Klebsch  
Roger Rovekamp  
William Taylor  
Krista Thieme  
Benjamin VanFossen  
John Wilkinson

### 3 Years of Service

Steve Brooks  
Frances Christie  
Bret Fels  
John McGrath  
Russell Morris  
Herivelto Pereira  
Drew Pirson  
Brenda Swecker

### 2 Years of Service

John Agnew  
Philip Anderson  
Rachel Arenas  
Michael Bromberg  
Darrell Cardwell  
Rebecca Dunwoodie  
Yvon Ethier  
Melic Fadel  
Omar Hashimi

### 2 Year of Service Cont.

Adam Herman  
Adam Kahn  
Ronald Kastner  
Edward Kirschenbaum  
James Larkin  
Hope Lea  
Russell Lewis  
Latricia Makle  
Brett Neal  
Stephen Perotti  
David Solomonov  
Kent Thrower  
Ronald Trombetta

### 1 Year of Service

Charles Baird  
Galen Blyth  
Joseph Burgholzer  
Gregory Currier  
Romeo Daley  
Eric Davies  
Vanessa Delapara  
Brian Dorsey  
Mitchell Duplantis  
Samuel Falgiano  
Jeanette Fisco  
Joanne Florer  
Clayton Frost  
Jennifer Gilbert  
Desheila Hargrove  
Steven Heath  
Christopher Howey  
Kim Huck  
Carl Ignatius  
Michael Kowatch  
Carlton Lear  
Bonnie Lefebvre

### 1 Year of Service Cont.

Dale Lewis  
Christopher Little  
Charles McGrane  
Karen Montgomery  
Bashir Moshref  
Ryan Murphy  
Jeffrey Oakman  
Veronica Ochoa  
Francine Palmer  
Claude Perrier  
Rainbow Rames  
Karl Schuckert  
Jedidiah Scott  
Scott Shields

Gary Silberman  
Glenn Snowden  
Nicholas Soboleski  
Ryan Spratt  
Joann Stewart  
Iryna Sushkova  
Brian Tedaldi  
Elizebeth Teller  
Hovhannes Termartirosian  
Emeraude Valenciano  
Brenda Walker  
Ruthien Walker  
Michael Walsh  
Meredith Woods  
Richard Wu  
Michael Zorn

## Individual Producers



**1. Ruben Soberanes**  
Concord, CA



**2. Angelika Vassilieva**  
Burnaby, BC



**3. Lance Brown**  
Phoenix, AZ



**4. Nalda Duran**  
Edison, NJ



**5. Helen Taylor**  
Burnaby, BC



**6. Sylvia Freeman**  
Marietta, GA



**7. Timothy Cruise**  
Woodridge, IL



**8. Daniel Potilechio**  
Woodridge, IL



**9. Omar Hashimi**  
Concord, CA



**10. Russell Morris**  
Jacksonville, FL

## Individual Producers

All Time Record to Beat

Month: \$51,235 Net ALP

### February Production

Name	Net ALP	NG <sup>▲</sup>	Rtn	MGA	SGA
1. Ruben Soberanes	\$22,057		77.8	Doreen Ryan-Foti	Jatoft-Foti
2. Angelika Vassilieva	20,316		77.8	Shamshinder Sidhu	Rick Altig
3. Lance Brown	19,096		83.1		Steve Hartman
4. Nalda Duran	18,721	98		Jeffrey Dinocento	Eric Giglione
5. Helen Taylor	18,445		75.1	Shamshinder Sidhu	Rick Altig
6. Sylvia Freeman	18,063		83.7		Williams-Williams
7. Timothy Cruise	16,896		82.6	Steven Jakubczak	Bob Olson
8. Daniel Potilechio	16,446		87.2	David Wang	Bob Olson
9. Omar Hashimi	16,287		74.1	Steve Foti	Jatoft-Foti
10. Russell Morris	16,134		79.4	Russell Morris	Marc Zipper
11. Peter Derosario	15,857	98		Patrick Duray	Altig-Hay
12. Lily Tchen	15,662		71.0	David Iriye	David Cohen
13. Zachary Hart	15,626		73.1	Mathew Hart	Jim Surace
14. David Wang	15,486		88.9	David Wang	Bob Olson
15. Donald Goodman	15,243		82.1	Dustin Venekamp	Altig-Orlovic
16. Desislav Dimitrova	15,137		74.0		John Akers
17. Karen McQuoid	14,900		77.7	Lawrence Hauck	Steve Friedlander
18. Andrew Bishop	14,825		76.8	Andrew Bishop	Altig-Hay
19. Max Quasem	14,584		88.5	Erik Graham	David Cohen
20. Jason Young	14,453	84		Christopher Clark	Rick Altig

▲ Percentage of Net to Gross

All Time Record to Beat

YTD: \$277,779 Net ALP

### YTD Production

Name	Net ALP	NG <sup>▲</sup>	Rtn	MGA	SGA
* 1. Michael Hickson	\$39,177	87		Jason Schlomann	Eric Giglione
* 2. Sylvia Freeman	36,438		83.7		Williams-Williams
* 3. Zachary Hart	36,247		73.1	Mathew Hart	Jim Surace
* 4. Sebastian Kazek	35,720	90		Joseph Moore	Tom Williams
* 5. Lance Brown	35,171		83.1		Steve Hartman
* 6. Max Quasem	30,972		88.5	Erik Graham	David Cohen
* 7. Omar Hashimi	29,630		74.1	Steve Foti	Jatoft-Foti
* 8. Derek Sandilands	28,778	90		John McGrath	Rick Altig
* 9. Timothy Cruise	28,197		82.6	Steven Jakubczak	Bob Olson
* 10. Nalda Duran	28,005	98		Jeffrey Dinocento	Eric Giglione
11. Dmitriy Goncharuk	27,809		81.7	Dustin Venekamp	Altig-Orlovic
12. DeSheila Hargrove	27,403		81.4		Eric Giglione
13. Lily Tchen	27,206		71.0	David Iriye	David Cohen
14. Ruben Soberanes	26,928		77.8	Doreen Ryan-Foti	Jatoft-Foti
15. Helen Taylor	26,787		75.1	Shamshinder Sidhu	Rick Altig
16. Russell Morris	26,691		79.4	Russell Morris	Marc Zipper
17. Karen McQuoid	26,663		77.7	Lawrence Hauck	Steve Friedlander
18. Angelika Vassilieva	26,453		77.8	Shamshinder Sidhu	Rick Altig
19. Holly Desmond	26,414	88		Dustin Miller	Altig-Orlovic
20. Noe Gonzales	26,274		81.4	Doreen Ryan-Foti	Jatoft-Foti

▲ Percentage of Net to Gross

# You're Off to Cancun - Ole!

Andre Abramovich	Romeo Daley	Andrew Graff	Michael Leith	Rigoberto Pedroza	Nicholas Soboleski
David Ackerman	Maurice Davies	Erik Graham	Russell Lewis	Meneluo Perakis	Mario Soljan
Terrence Adams	Concelor Davis	Arthur Greene	Herman Libman	Herivelto Pereira	David Solomonov
Samson Adelufosi	James Davis	Steve Greer	Lawrence Liggett	Francisco Perez	Frank Sommers
Alla Alexander	Jeff Debiak	Fred Hadayia	Andrew Limoli	Michael Perkins	Scott Sonnenberg
Noah Alkinburgh	Chad Deley	Tracy Haden	Kathleen Loughran	Stephen Perotti	Randolph Souliers
Rick Altig	Jacqueline deVooght	Rita Haidinger	Melinda-Rae Lyse	Loan Pham	Rona Pileggi Spano
Kenneth Altizer	Steven Dichiaro	Vic Hancock	Ken Mahabir	Daniel Phares	Donald Spohn
Kevin Appasamy	Barry Dillah	Jon Hanec	Andrew Manchon	Pablo Pirela	James Surace
Malka Arony	Patrick Dinan	John Hard	Benjamin Mancillas	Drew Pirson	Brenda Swecker
Cesar Astralaga	Jeffrey Dinocento	Desheila Hargrove	Joseph Manone	Daniel Potilechio	Helen Taylor
Lorena Barriere	Eric Dionne	Joshua Harris	Nada Markovic	Scott Primm	William Taylor
John Barsuch	Brenda DiSomma	Robert Harris	Chris Martell	Max Quasem	Lily Tchen
Derrick Bates	Bridgit Driscoll-Hunt	Zachary Hart	John Martin	Victor Quimson	Randy Teyssier
Marcus Bautista	Rudolph Dsouza	Steve Hartman	Malcolm McCall	Dustin Raaum	Selena Thammasen
Dustin Baxter	Robert Dunn	Omar Hashimi	John McCreary	John Reason	Krista Thieme
Theresa Bellajaro	Mitchell Duplantis	William Hathorne	Thomas McElwee	Thomas Reddoch	John Thomas
Susan Bergh	Michael Dupree	Lawrence Hauck	Eli McKenzie	Richard Refano	Ricky Thompson
Upinder Bhinder	Juliana Duque	David Hausman	Joel McNett	Scott Remmey	Carey Thompson
Zulfikar Bhukera	Vivian Dwyer	Willie Hayden	Karen McQuoid	Eric Renteria	David Thornton
Jim Bianchi	Gregory Eastman	Bill Hayer	Taniqua Medina	Jeff Ribman	Kent Thrower
Tyleste Billingsley	Wes Elder	Matt Henderson	Eugene Melamed	Grady Richards	Brian Troublay
Robert Bingham	Gregory Engrav	Krissa Hensley	Anthony Mele	Shawn Richmond	Ronald Trombetta
Slav Bitman	Steven Engrav	Hal Herman	Richard Menga	Charles Riggs	Tasha Tucker
Alex Bluhm	Debbie Enstedt	Chris Hernandez	Russ Merkow	Kendra Roberts	Thomas Tulowiecki
Gordon Boles	Maria Esposito	Yvonne Hernandez	Richard Meshulam	Casandra Robinson	Robert Ulreich
Joshua Bouchard	Christopher Fave	Howard Heron	Jay Meyer	Alex Roland	Crystal Valentine
Raphael Bouchereau	Anastasiy Fedosova	Heather Hewitt	Carla Miller	Paulo Rosa	Leo VanDenBussche
Anne Bowyer	Bret Fels	Charles Hill	Richard Miller	Marc Rosen	Benjamin VanFossen
Alfred Brenner	Ricardo Ferreira	Luis Hinds	Richard Miller	Roger Rovekamp	Thomas Vanosdol
Lance Brown	Andrew Fike	Matthew Hogan	Jason Mollo	Robert Rowe	Angelika Vassilieva
Ted Bryson	Renee Flannery	Derrel Hollins	Maxine Moody	Paul Rumbuc	Jean-Francois Vezina
William Burbank	Tamara Ford	Danielle Holmes	Joseph Moore	Hugo Rust	Al-Karim Walji
Rudi Camenzind	Steve Foti	Roger Hotz	Russell Morris	Doreen Ryan-Foti	Shannon Walker
Matthew Cano	Zachary Frail	Christopher Howey	Shoshannah Morris	Doreen Ryan-Foti	Al Wall
Ngocbich Cao	John Franklin	Rodney Husmann	Marc Morton	Steven Salisbury	Michael Walsh
Loren Cardwell	Sylvia Freeman	David Iriye	Susanne Munro	Kobie Samuels	Anthony Walthour
Sandra Carlson	Steve Friedlander	David Jackson	Amanda Nathoo	Jose Sanchez	Rodney Ward
Diane Carrion	Susan Fuldauer	Steven Jakubczak	Corey Neff	Joaquin Santos	Aaron Webb
Richard Case	Cindy Furer	Aaron James	George Noujaim	Imran Satti	Julie Wells
Dale Cheney	Mary Ann Gaelic	Bill Jennings	Michael Nowak	Ted Schilling	John West
William Childress	Mark Gagliardi	Rusty Jewell	Tungalag Nyamoichir	Jason Schломann	Robert Whittinghill
Frances Christie	Joseph Galusha	Stefan Johannsson	AJ O'Connor	James Schneider	Cynthia Wilhelmi
Jeffery Churchfield	David Garrett	Andrew Johnson	Dorian Oldham	Tim Schroeder	David Williams
Timothy Clark	Brandon Geneser	Bryan Johnson	Durhon Oldham	Karl Schuckert	Donald Wold
Barrett Clayton	Larry Geneser	Germou Johnson	Ed Olfert	Amir Sedaghat	Matthew Wolfanger
Edward Clunk	Paul Gentile	Horace Johnson	Bob Olson	Robert Seeber	James Worf
Joseph Coarsey	Justin Germany	Todd Johnston	Laurie Onasch	Robert Seeber	Michelle Workman
Melanie Cohen	David Gevry	Igor Katanov	Angeles Ordas	Kobina Sekyi	Jinzhou Zhao
Neva Conley	Allan Gilbert	Scott Keeney	Ilija Orlovic	Steven Sequeira	Claudia Ziegler
Alan Conquest	Denise Gilbert	Joey Kennedy	Francine Palmer	Pawan Sharma	Erin Ziegler
Cheryl Cook	Jennifer Gilbert	Alison King	Stuart Paolino	Scott Shields	Douglas Zigby
William Cook	Noe Gonzales	Rebecca Klebsch	Theodore Pappas	Navarro Simmons	David Zophin
Keith Cornwell	Donald Goodman	Michael Kolasa	Patrick Parisi	William Slocum	Rosalie Zwicker
Louis Costa	Joshua Goodman	Bradley Kulak	Gregory Partee	Adam Smith	
Darrel Courson	William Gordon	Eric Labossiere	Daniel Pavek	Beth Snow	
Timothy Cruise	Brian Gorkowski	Phillip Lacross	Byron Paz	Curt Snow	
Erica Dalager	Mark Gorman	Chris LaFond		Michael Snow	
		Michael Laramie		Glenn Snowden	
				Ruben Soberanes	

## Congratulations to all President's Club Qualifiers

This is the second year American Income and National Income have awarded top Producers and Public Relations Representatives for their commitment to superior service. The members of this prestigious club produce both quantity and quality, and they take pride in the fact they are the best at what they do. Listed below are the qualifiers for the 2004 production year. Please join us in congratulating them on their achievement.

Kenneth Altizer	Noe Gonzales	Max Quasem
Malka Arony	Scott Keeney	James Schneider
Theresa Bellajaro	Eric Labossiere	Curt Snow
Alex Bluhm	Russell Lewis	David Solomonov
Rudi Camenzind	Andrew Limoli	David Thornton
Frances Christie	Karen McQuoid	Robert Ulreich
Cheryl Cook	Anthony Mele	Crystal Valentine
Brenda DiSomma	Carla Miller	Angelika Vassilieva
Vivian Dwyer	Russell Morris	Al-Karim Walji
Mary Ann Gaelic	Meneluo Perakis	Rodney Ward
Mark Gagliardi	Michael Perkins	Matthew Wolfanger
David Garrett	Daniel Potilechio	Jinzhou Zhao

## Supervising Agents



1. Terrence Thomas  
Albuquerque, NM



2. Haylee Nye  
Salt Lake City, UT



3. Gary Fix  
Salt Lake City, UT

All Time Record to Beat  
Month: \$43,409 1st Yr.

All Time Record to Beat  
Month: \$68,050 Net ALP Mary Ann Gaelic

### February Production

Name	1st Year Agent	Net ALP	NG	Rtn	MGA	SGA
1. Terrence Thomas	\$22,082	\$26,922	86		Joseph Callahan	Wesley Bangs
2. Haylee Nye	19,715	30,960	90		Dustin Miller	Altig-Orlovic
3. Gary Fix	17,427	20,007		69.9	Bill Hayer	Rick Altig
4. Gordon Boles	16,573	25,854	90		Ed Olfert	Rick Altig
5. Jennifer Gilbert	16,053	23,957	93		Fred Hadayia	Durhon Oldham

All Time Record to Beat  
YTD: \$266,978 1st Yr. Mary Ann Gaelic

All Time Record to Beat  
YTD: \$443,893 Net ALP Mary Ann Gaelic

### YTD Production

Name	1st Year Agent	Net ALP	NG	Rtn	MGA	SGA
* 1. Haylee Nye	\$40,721	\$63,929	90		Dustin Miller	Altig-Orlovic
2. Rashid Bokhari	35,717	40,427	89		Kevin Khadivian	Bob Olson
3. Terrence Thomas	33,185	48,169	86		Joseph Callahan	Wesley Bangs
4. Jennifer Gilbert	28,047	42,900	93		Fred Hadayia	Durhon Oldham
5. Tony Motley	27,928	45,753	89		Ryan Stenglein	Rick Altig

Supervising Agent selection guidelines for recognition in the *Spotlight* are as follows: *Must have one First Year Agent coded and meet all production requirements.*

## General Agents



1. Scott Keeney  
Harrisburg, PA



2. Mary Ayarzagoitia  
Tampa, FL



3. Derrick Bates  
Houston, TX



4. Matthew Hogan  
Harrisburg, PA



5. Mary Ann Gaelic  
Auckland, NZ

All Time Record to Beat  
Month: \$102,403 1st Yr. Eric Neal

All Time Record to Beat  
Month: \$111,262 Net ALP Eric Neal

### February Production

Name	1st Year Agent	Net ALP	NG	Rtn	MGA	SGA
1. Scott Keeney	\$60,533	\$68,190	87		Fred Hadayia	Durhon Oldham
2. Mary Ayarzagoitia	34,399	50,251		75.2	Joseph Moore	Tom Williams
3. Derrick Bates	33,381	43,061	91		AJ O'Connor	Steven Greer
4. Matthew Hogan	31,811	42,304	83		Fred Hadayia	Durhon Oldham
5. Mary Ann Gaelic	30,066	40,889	99		Lawrence Hauck	Steve Friedlander
6. Salvatore Giacchi	29,647	35,955		77.6	David Hausman	Eric Giglione
7. Brian Colbeck	24,286	29,939	93		Joshua Goodman	Bill Jennings
8. Zachary Hart	23,810	47,744	92		Mathew Hart	Jim Surace
9. Charles McGrane	23,188	33,551	96		Eugene Melamed	Slav Bitman
10. Nolan White	23,009	31,480	97		Dustin Baxter	Geneser-Geneser

All Time Record to Beat  
YTD: \$489,120 1st Yr. Eric Neal

All Time Record to Beat  
YTD: \$864,620 Net ALP

### YTD Production

Name	1st Year Agent	Net ALP	NG	Rtn	MGA	SGA
* 1. Scott Keeney	\$106,130	\$122,412	87		Fred Hadayia	Durhon Oldham
* 2. Derrick Bates	61,047	81,254	91		AJ O'Connor	Steven Greer
* 3. Matthew Hogan	54,337	74,865	83		Fred Hadayia	Durhon Oldham
* 4. Jeffrey Oakman	52,537	53,154	87			Williams-Williams
* 5. Mary Ann Gaelic	50,030	73,522	99		Lawrence Hauck	Steve Friedlander
6. Ricky Thompson	45,526	66,670	91		Barry Dillah	Eric Giglione
7. Terrance Hearn	44,739	61,973	84		Jeffrey Dinocento	Eric Giglione
8. Salvatore Giacchi	44,549	52,823		77.6	David Hausman	Eric Giglione
9. Charles McGrane	44,457	62,824	96		Eugene Melamed	Slav Bitman
10. Zachary Hart	44,073	96,997	92		Mathew Hart	Jim Surace

General Agent selection guidelines for recognition in the *Spotlight* are as follows: *Must have two First Year Agents coded and meet all production requirements.*

# Recognizing Excellence – 2004 YTD Award Winners



**1. Timothy Cruise**  
Bob Olson Agency  
\$233,011 Net ALP  
78.8 Percent Retention

## Individual Producers

Name	Net ALP
1. Timothy Cruise	\$233,011
2. Carla Miller	\$181,739
3. Matthew Hogan	\$168,589
4. Max Quasem	\$168,413
5. Lance Brown	\$166,558
6. Daniel Potilechio	\$162,432
7. Ruben Soberanes	\$162,038
8. Robert Ulreich	\$158,735
9. Mary Ann Gaelic	\$153,708
10. Omar Hashimi	\$153,277



## Supervising Agent

**1. Steven Sequeira**  
Steve Friedlander Agency  
\$141,885 1st Year Agent  
\$216,335 Net ALP  
79.5 Percent Retention



**1. Jose Sanchez**  
Bob Olson Agency  
\$334,680 1st Year Agent  
\$384,492 Net ALP  
67.6 Percent Retention

## General Agents

Name	First Year Agent	Net ALP
1. Jose Sanchez	\$334,680	\$384,492
2. Allan Gilbert	\$297,995	\$450,134
3. Scott Keeney	\$265,070	\$405,724
4. Tracy Haden	\$261,919	\$292,252
5. Rob Hard	\$231,097	\$301,224



**1. Jim Bianchi**  
Durhon Oldham Agency  
\$1,085,201 1st Year Agent  
\$1,597,419 Net ALP  
77.6 Percent Retention

## Master General Agents

Name	First Year Agent	Net ALP
1. Jim Bianchi	\$1,085,201	\$1,597,419
2. Fred Hadayia	\$975,515	\$1,260,824
3. Jason Mollo	\$896,779	\$896,323
4. AJ O'Connor	\$816,583	\$1,005,743
5. John McCreary	\$740,377	\$1,004,072



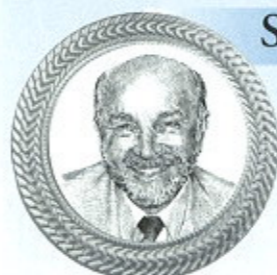
## SGA Category I

**Durhon Oldham**  
Durhon Oldham Agency  
\$4,039,905 1st Year Agent  
\$6,477,007 Net ALP  
203 Percent of Standard



## SGA Category II

**David Zophin**  
David Zophin Agency  
\$1,845,916 1st Year Agent  
\$2,134,195 Net ALP  
155 Percent of Standard



## SGA Category III

**Joseph Manone**  
Joseph Manone Agency  
\$1,088,453 1st Year Agent  
\$2,284,467 Net ALP  
181 Percent of Standard



## SGA Category IV

**Bill Jennings**  
Bill Jennings Agency  
\$1,144,648 1st Year Agent  
\$1,537,152 Net ALP  
174 Percent of Standard



**1. Debbie Enstedt**  
Rick Altig Agency  
239,128 Cards

## Public Relations Managers

Rep Name	Cards
1. Debbie Enstedt	239,128
2. Brenda DiSomma	59,311



**1. Vivian Dwyer**  
Altig-Hay/Bitman Agency  
32,830 Cards

## Public Relations Category A

Rep Name	Cards
1. Vivian Dwyer	32,830
2. Brenda DiSomma	29,641



**1. Malka Arony**  
Cohen/Hartman Agency  
28,633 Cards

## Public Relations Category B

Rep Name	Cards
1. Malka Arony	28,633
2. Laurie Onasch	20,077



**1. Richard Case**  
Jim Surace Agency  
110 Groups

## Public Relations Category C

Rep Name	Groups
1. Richard Case	110
2. Cheryl Cook	109



**1. Vivian Dwyer**  
Altig-Hay/Bitman Agency  
32,830 Cards

## Most Cards Generated

Rep Name	Cards
1. Vivian Dwyer	32,830
2. Brenda DiSomma	29,641

## Master General Agents



1. Fred Hadayia  
Harrisburg, PA



2. Barry Dillah  
Edison, NJ



2. AJ O'Connor  
Houston, TX



4. Alan Conquest  
Phoenix, AZ



5. Eugene Melamed  
Raleigh, NC

All Time Record to Beat  
Month: \$190,653 1st Yr. Slav Bitman

All Time Record to Beat  
Month: \$250,859 Net ALP Jim Bianchi

### February Production

Name	1st Year Agent	Net ALP	NG	Rtn	SGA
1. Fred Hadayia	\$106,840	\$133,978		75.4	Durhon Oldham
2. Barry Dillah	76,179	99,952		73.1	Eric Giglione
3. AJ O'Connor	61,838	74,117		73.5	Steve Greer
4. Alan Conquest	60,499	64,469		72.6	Steve Hartman
5. Eugene Melamed	60,430	60,170	89		Slav Bitman
6. Jim Bianchi	59,515	97,095		76.6	Durhon Oldham
7. Joshua Goodman	56,093	90,950		70.2	Bill Jennings
8. Doreen Ryan-Foti	50,516	124,707		75.5	Jatoft-Foti
9. Joseph Callahan	46,980	58,018		75.6	Wesley Bangs
10. William Cook	46,433	80,016		70.2	Tom Williams

All Time Record to Beat  
YTD: \$1,705,178 1st Yr. Slav Bitman

All Time Record to Beat  
YTD: \$2,168,283 Net ALP Paul Rumbuc

### YTD Production

Name	1st Year Agent	Net ALP	NG	Rtn	SGA
* 1. Fred Hadayia	\$194,478	\$255,271		75.40	Durhon Oldham
* 2. AJ O'Connor	167,252	196,765		73.5	Steven Greer
* 3. Barry Dillah	162,259	197,103		73.1	Eric Giglione
* 4. Jim Bianchi	128,701	217,665		76.6	Durhon Oldham
* 5. Jason Mollo	121,011	135,621		69.3	David Zophin
6. Doreen Ryan-Foti	116,363	241,851		75.5	Jatoft-Foti
7. Jason Schломann	113,938	133,452		72.3	Eric Giglione
8. Eugene Melamed	105,852	105,592	89		Slav Bitman
9. Joshua Goodman	100,524	162,705		70.2	Bill Jennings
10. Alan Conquest	99,614	110,463		72.6	Steve Hartman

Master General Agent selection guidelines for recognition in the *Spotlight* are as follows: *Must have four First Year Agents coded and meet all production requirements.*

## Regional General Agents



1. Joshua Goodman  
Denver, CO



2. Jason Mollo  
Middleton, CT



3. Matt Henderson  
Tampa, FL

### February Production

Name	1st Year Agent	Net ALP	NG	Rtn	SGA
1. Joshua Goodman	\$102,952	150,533		70.2	Bill Jennings
2. Jason Mollo	100,813	96,294		69.3	David Zophin
3. Matt Henderson	94,196	88,115		68.8	Tom Williams



**AIL & NILICO**  
Making people  
feel secure



# \$Show Me the Money\$

## Retention Bonus\*

Qualifier	SGA	Bonus Amount
Ruben Soberanes	Jatoft-Foti	\$4,374.15
Angelik Vassilieva	Rick Altig	\$4,084.61
Lance Brown	Steve Hartman	\$3,819.24
Sylvia Freeman	Williams-Willilams	\$3,612.60
Timothy Cruise	Bob Olson	\$3,379.34
Helen Taylor	Rick Altig	\$3,302.60
Daniel Potilechio	Bob Olson	\$3,289.39
David Wang	Bob Olson	\$3,097.35
Karen McQuoid	Steve Friedlander	\$3,085.82
Russell Morris	Marc Zipper	\$3,065.60

Total Retention Bonus Paid: \$465,378.89 431 Producers Qualified

## Leadership Bonus\*

Qualifier	SGA	Bonus Amount
Fred Hadayia	Durhon Oldham	\$9,816.70
Barry Dillah	Eric Giglione	\$5,508.20
Alan Conquest	Steve Hartman	\$4,843.55
Allan Jennings	Bill Jennings	\$4,182.41
Jim Bianchi	Durhon Oldham	\$4,063.44
Mitch Duplantis	Nick Nitkowski	\$3,852.00
Gabriel Hernandez	David Zophin	\$3,740.54
Steve Foti	Jatoft J-Foti D	\$3,719.84
Rebecca Klebsch	Joseph Manone	\$3,678.47
Steven Dichiaro	Bill Jennings	\$3,593.89

Total Leadership Bonus Paid: \$130,260.70 79 Managers Qualified

## PR Bonus\*

Qualifier	SGA	Bonus Amount
Vivian Dwyer	Altig-Hay	\$3,859.78
Erica Dalager	Rick Altig	\$3,765.42
Casandra Robinson	Rick Altig	\$3,692.06
Anne Bowyer	Altig-Hay	\$1,915.44
Shannon Walker	Rick Altig	\$1,710.34
Brenda Swecker	Chris La Fond	\$1,707.54
Brenda DiSomma	Eric Giglione	\$1,700.38
Malka Arony	Steve Hartman	\$1,390.48
Charles Hill	Jatoft-Foti	\$1,257.64
Laurie Onasch	Joseph Manone	\$1,177.05

Total PR Bonus Paid: \$39,238.97 44 PR Reps Qualified

\* Only the top ten qualifiers in each bonus category are shown. A full list of bonus qualifiers is provided on the inserts accompanying this magazine.

# Our Agents Are So Hot. . .

## We Have to Wear Shades

The Home Office Pulls Out All the Stops to Celebrate National Salesperson's Day

The entire sales force is a vital part of American Income and National Income, and we wanted you to know we appreciate your efforts in making this Company a success! Below are just a few words of appreciation from our Home Office staff for the efforts you make each and every day.

Happy National Salesperson's Day!



"When I interviewed for my job so many years ago, I was told the agents made our jobs possible. Over the years, I have come to realize how hard you work, how much you sacrifice, and how much we depend on all of you. I have told more than one person that I have the best job in the Company. Part of that is because of those I work with — in the Home Office and in the field. I have come to consider many of you as friends and you have a soft place in my heart. I want to join the other Raving Fans in wishing you a Happy Salesperson's Day. You deserve all the recognition you receive, and more. Thank you for working out there and for the service you provide."

— Paula Clements, Agency Department

"I have a great admiration for our field Agents. They have a special talent for what they do every day of the week. It takes a special person to handle the public and they obviously have what it takes. I just want to say, thanks. Without our Agents, we wouldn't be here."

— Donna Crook, Underwriting

"WOW! What an awesome team we have at American Income and National Income and that includes each and every one of our folks in the field — the Representatives in the Agency office, the PR Reps, the frontline Agents, the Managers and the State General Agents. Thanks for all you do! I am proud to be a member of such a dedicated team."

— Rhonda Cunningham, POS Department

"I have the opportunity to speak with Agents, I get the feeling that they are really working for the client, expressing concern as they try to help them with claims and coverage. They have a genuine concern for the family who is having a difficult time. We appreciate their concern and professionalism in handling such difficult matters."

— Anna Shaw, Claims

"The CAS Help Desk Team works daily with American Income and National Income Agents and their office staff. We appreciate the important, and awesome, jobs they do. Thanks for making our day."

— CAS Help Desk Team

"When I think about the success of Policy Issue, I think of one of the major things which has caused this success and that is our hard-working Agents. Without their day to day efforts of writing and submitting applications, Policy Issue would not be needed. Everything we do, is a result of our Agents' accomplishments. Here's to the Agents for all they do!"

— Alan Palmer, Policy Issue

**FEBRUARY CATEGORY I**

NAME	NG	RTN	1st Yr. NET	1st Yr. OBJ	% of FY OBJ	NET ALP	NET ALP OBJ	% of ALP OBJ	PF *
Eric Giglione		72.9	\$338,337	\$390,000	87	\$528,402	\$618,500	85	86

**FEBRUARY CATEGORY II**

NAME	NG	RTN	1st Yr. NET	1st Yr. OBJ	% of FY OBJ	NET ALP	NET ALP OBJ	% of ALP OBJ	PF *
Altig-Orlovic		69.0	\$179,479	\$108,500	165	\$227,032	\$169,000	134	150
Marc Morton		71.5	113,940	116,500	98	171,478	184,000	93	96
Joseph Manone		78.6	87,860	105,000	84	204,395	212,500	96	90

**FEBRUARY CATEGORY III**

NAME	NG	RTN	1st Yr. NET	1st Yr. OBJ	% of FY OBJ	NET ALP	NET ALP OBJ	% of ALP OBJ	PF *
Bill Jennings		71.5	\$157,528	\$86,500	182	\$221,423	\$140,000	158	170

**FEBRUARY CATEGORY IV**

NAME	NG	RTN	1st Yr. NET	1st Yr. OBJ	% of FY OBJ	NET ALP	NET ALP OBJ	% of ALP OBJ	PF *
Slav Bitman	84		\$125,549	\$78,000	161	\$146,940	\$121,500	121	141
Steve Hartman		73.6	80,340	71,500	112	139,316	114,000	122	117
Mark Hancock		71.3	72,647	62,500	116	104,261	100,000	104	110

**FEBRUARY CATEGORY V**

NAME	NG	RTN	1st Yr. NET	1st Yr. OBJ	% of FY OBJ	NET ALP	NET ALP OBJ	% of ALP OBJ	PF *
Wes Bangs	83		\$46,979	\$28,500	165	\$57,300	\$42,500	135	150

\* Note: The Performance Factor is the average of the First Year Objective percentage and the Net ALP Objective percentage.

**YTD CATEGORY I**

NAME	NG	RTN	1st Yr. NET	1st Yr. OBJ	% of FY OBJ	NET ALP	NET ALP OBJ	% of ALP OBJ	PF *
Eric Giglione		72.9	\$711,332	\$780,000	91	\$1,059,889	\$1,237,000	86	89

**YTD CATEGORY II**

NAME	NG	RTN	1st Yr. NET	1st Yr. OBJ	% of FY OBJ	NET ALP	NET ALP OBJ	% of ALP OBJ	PF *
Altig-Orlovic		69.0	\$303,077	\$217,000	140	\$383,991	\$338,000	114	127

**YTD CATEGORY III**

NAME	NG	RTN	1st Yr. NET	1st Yr. OBJ	% of FY OBJ	NET ALP	NET ALP OBJ	% of ALP OBJ	PF *
Bill Jennings		71.5	\$238,610	\$173,000	138	\$347,745	\$280,000	124	131
Steve Greer		70.4	204,188	168,000	122	241,135	250,000	96	109

**YTD CATEGORY IV**

NAME	NG	RTN	1st Yr. NET	1st Yr. OBJ	% of FY OBJ	NET ALP	NET ALP OBJ	% of ALP OBJ	PF *
Slav Bitman	84		\$241,610	\$156,000	155	\$279,465	\$243,000	115	135
Steve Hartman		73.6	145,904	143,000	102	248,384	228,000	109	106
Mark Hancock		71.3	120,258	125,000	96	179,058	200,000	90	93

**YTD CATEGORY V**

NAME	NG	RTN	1st Yr. NET	1st Yr. OBJ	% of FY OBJ	NET ALP	NET ALP OBJ	% of ALP OBJ	PF *
Wes Bangs	83		\$96,482	\$57,000	169	\$111,845	\$85,000	132	151
Rusty Jewell	80		72,808	69,000	106	100,180	113,000	89	98

\* Note: The Performance Factor is the average of the First Year Objective percentage and the Net ALP Objective percentage.

## MONETARY DONATIONS

### American Income & National Income

- Gave \$25,000 to American Rights at Work.
- Contributed \$5,000 to the Annual Labor Awards Dinner for the Labor Research Association.
- Donated \$600 to the Baltimore AFL-CIO COPE for their annual dinner.
- Gave \$5,000 to the A. Philip Randolph Institute.
- Donated \$1,000 to the DC Friends of Ireland celebration.
- Gave \$500 to the Canadian Practical Nurses' Association.
- American Income's Home Office annual contributions to the McLennan County United Way totaled \$51,928.98.

- Gave \$292.79 to the BC Trappers Association.
- Contributed \$500 to the United Farm Workers.
- Gave \$1,200 to Teamsters 995 for a golf tournament.
- Donated \$180 to SCEP 247.
- Gave \$200 to Leahi Credit Union.
- Contributed \$450 to the Schofield Credit Union.
- Gave \$150 to the Del Monte Credit Union.
- Donated \$21.80 for Alberta Fish and Game Association door prizes.
- Gave \$110 to LIUNA 242.
- Contributed \$2,680 to the Calgary Softball Association.
- Gave \$250 to the South Dakota VFW.
- Donated \$300 to the Teamsters 556.
- Sponsored an ad for \$200 for the Saskatchewan Wildlife Association.

### Rick Altig Agency

- Gave \$473.31 to Operation Cheer.
- Contributed \$53.99 for a UFCW 555 gift basket.
- Donated \$29.99 for an APWU 128 gift basket.
- Contributed \$29.99 for a BCTGM 114 gift basket.
- Gave \$38.99 for an IAM 1005 gift basket.
- Donated \$29.99 for a CWA 7901 gift basket.
- Gave \$29.99 for an IAM 1432 gift basket.
- Contributed \$29.99 for an IBEW 48 gift basket.
- Gave \$29.99 for an IBT 81 gift basket.
- Donated \$29.99 for a BCTGM 364 gift basket.
- Gave \$99.99 for Piledrivers 2416 door prizes.
- Contributed \$98.99 for UBCJA 2949 door prizes.
- Gave \$38.99 for OPCM 555 door prizes.
- Donated \$99.98 to the UFCW for two DVD players.

### Mark Hancock Agency

- Gave \$600 to the UFCW 700 Leukemia Scholarship Fund.

### Williams-Williams Agency

- Donated \$260 to the CWA 3218 for the Alan Hutcheson Golf Tournament.
- Gave \$520 to the CWA 3204 Women's Conference.
- Contributed \$250 to IBEW 508.

**Total \$98,307.74**

Be sure to submit your contributions monthly via e-mail to [bfrizzell@ailife.com](mailto:bfrizzell@ailife.com)

## Not Just in Word, But in Deed

We have a long tradition of community involvement. We pride ourselves on being a partner when the labor movement needs a friend. One of the things in which we take great pride is our creation and support of a culture of action. It is our goal to promote the goals and aspirations of the labor movement and union members.

Many of our PR Representatives and Agent Field Force are involved in organizing ongoing community service projects within the central labor councils where they work and live. From food banks, picket lines, organizing drives, and community service, we are there with our brothers and sisters in labor.

Given this, let us know what you are doing! From contributions to organized charity events, we want to know. We take pride in our community involvement tradition and want you to share the good things you are doing in your community with the rest of us.

Please submit your stories, donations, and accolades to Brenda Frizzell via e-mail at [bfrizzell@ailife.com](mailto:bfrizzell@ailife.com).

**Not just in word, but in deed. Not just in good times, but in bad.**

## The Eric Giglione Agency

### Recognized by the New York City Central Labor Council

#### Happy Thanksgiving to All\*

Thanks to the compassion and generosity of the State General Agent of American Income Life Insurance, Eric Giglione, and his staff, who contribute out of their own pockets, some 1,500 turkeys are being delivered by his staff directly to the homes of laid-off/unemployed union members so that they and their families might celebrate the holidays during their down period. To kick-off this extraordinary effort — we say extraordinary, but American Income Life has been doing this for years — and in cooperation with our Council (New York City Central Labor Council), President Brian McLaughlin, Secretary Ted H. Jacobsen, and our Community Assistance Unit personnel, a select group of 100 unemployed UNITE HERE members gathered in the Ground Floor Meeting Hall to receive their turkeys.

\* Reprinted from the NYCCLC Web site.



PR Manager



Debbie Enstedt  
Winnipeg, MB

Category A:



Malka Arony  
Phoenix, AZ



Brenda DiSomma  
Edison, NJ

Category B:



Vivian Dwyer  
Glen Allen, VA



Catherine Briggie  
Phoenix, AZ

Category C:



Cheryl Cook  
Harrisburg, PA



Billy Sauers  
Ft. Lauderdale, FL

February Production

PR Manager	No. Cards	SGA
1. Debbie Enstedt	10,222	Rick Altig
2. Joseph Galusha	4,668	Durhon Oldham
3. Malka Arony	4,290	Cohen/Hartman

All Time PR Card Production Record

Month: 18,960 cards

Category A	No. Cards	SGA
1. Malka Arony	3,247	Cohen/Hartman
2. Brenda DiSomma	2,481	Eric Giglione
3. Al Wall	2,322	Joshua Chalom
4. Larry Lozano	1,875	Jatoft-Foti
5. Robin Andrade	1,734	David Zophin

Category B	No. Cards	SGA
1. Vivian Dwyer	1,949	Altig-Hay/Bitman
2. Catherine Briggie	1,767	Steve Hartman
3. Irene Rurycz	685	Jim Surace
4. Robyn Mauthe	428	Wes Bangs
5. Mary Hinterberger	385	Steve Greer

All Time PR Group Production Record

Month: 55 groups Vivian Dwyer

Category C	Groups	SGA
1. Cheryl Cook	16	Durhon Oldham
2. Billy Sauers	9	Tom Williams
3. Renee Flannery	8	Jim Surace
4. Susan Fuldauer	6	Mark Hancock
4. Richard Case	6	Jim Surace

YTD Production

PR Manager	No. Cards	SGA
*1. Debbie Enstedt	38,328	Rick Altig
*2. Malka Arony	8,607	Cohen/Hartman
3. Joseph Galusha	8,388	Durhon Oldham

All Time PR Card Production Record

YTD: 61,879 cards Denise Bowyer

Category A	No. Cards	SGA
*1. Malka Arony	5,982	Cohen/Hartman
*2. Brenda DiSomma	5,007	Eric Giglione
3. David Blaisdell	4,958	Rick Altig
4. Casandra Robinson	3,690	Rick Altig
5. Erica Dalager	3,592	Rick Altig

Category B	No. Cards	SGA
*1. Vivian Dwyer	4,714	Altig-Hay/Bitman
*2. Catherine Briggie	3,390	Steve Hartman
3. Irene Rurycz	1,124	Jim Surace
4. Michelle Baxter	1,033	Mark Hancock
5. Patra Meacham	972	Scott Swanson

All Time PR Group Production Record

YTD: 103 groups Vivian Dwyer

Category C	Groups	SGA
*1. Cheryl Cook	17	Durhon Oldham
*2. Billy Sauers	12	Tom Williams
3. Renee Flannery	10	Jim Surace
4. Richard Case	9	Jim Surace
4. Erin McKee	9	Rusty Jewell
4. Patti Morgan	9	Ron VanWoesik

Category A = SGA categories one and two. Category B = SGA categories three, four, and five. Category C = Top number of group credits signed from all SGA categories. Public Relations Manager selection guidelines for recognition in the *Spotlight* are as follows: *Must have two PR Representatives coded and meet all production requirements.* Also, please note, the number of leads will be used to break a tie in Category C.

## History

New Orleans, Louisiana has a very colorful history. Long before the Louisiana Purchase took place, New Orleans was a thriving city and capital. The City was named Nouvelle Orleans (New Orleans) in honor of Philippe II, Duc d'Orleans, the regent of France under French King Louis XV. The architecture is a lasting impression of French and Spanish rule. Today, there are many reminders of the past in the museums, plantations, historic sites and attractions. New Orleans, Louisiana is located on the Mississippi River about 110 miles upstream from the Gulf of Mexico on the southern shore of Lake Pontchartrain.



THE *Fairmont*  
NEW ORLEANS

New Orleans  
July 27-30, 2006

## Qualifiers

Vivian Dwyer	\$3,859.78
Erica Dalager	\$3,765.42
Casandra Robinson	\$3,692.06
Anne Bowyer	\$1,915.44
Shannon Walker	\$1,710.34
Brenda Swecker	\$1,707.54
Brenda DiSomma	\$1,700.38
Malka Arony	\$1,390.48
Charles Hill	\$1,257.64
Laurie Onasch	\$1,177.05
Cheryl Cook	\$1,047.16
Susan Fuldauer	\$1,000.94
Larry Lozano	\$987.36
William Sauers	\$973.60
Rence Flannery	\$911.96
Richard Case	\$852.70
Randy Stockley	\$780.00
David Blaisdell	\$724.62
Robyn Hampton	\$679.12
Mark Gagliardi	\$633.11
Robin Andrade	\$626.80
Al Wall	\$542.99
Krissa Hensley	\$518.60
Catherine Briggie	\$491.76
William Verbeten	\$476.35
Frances Christie	\$467.90
Suzanne Powers	\$464.30
Jenny Williams	\$451.50
Jacqueline deVooght	\$417.96
Cyntha Lebun-Yaffe	\$350.91
Manon Brulotte	\$339.90
Susan Kelleher	\$316.53
Susan Gilbert	\$313.90
Robert Dailey	\$310.62
Joseph Galusha	\$307.54
George Farenthold	\$285.87
Joseph Ward	\$273.33
Donald Spohn	\$254.70
Rona Pileggi Spano	\$249.57
Leo VanDenBussehe	\$231.93
Richard Meshulam	\$224.19
Kenneth Altizer	\$211.32
Mario Soljan	\$195.12
Catherine Longo	\$148.68

JANUARY

FEBRUARY

MARCH

APRIL

MAY

JUNE

JULY

AUGUST

SEPTEMBER

OCTOBER

NOVEMBER

DECEMBER

# Total

## \$39,238.97



# Leadership Bonus

## February Bonus Qualifiers

Fred Hadayia	\$9,816.70	Rebecca Shandrow	\$1,689.03	Justin Harris	\$264.07
Barry Dillah	\$5,508.20	Samuel Cohen	\$1,685.77	Jarod Kline	\$261.39
Alan Conquest	\$4,843.55	Nickolay Gusev	\$1,665.35	Charles McGrane	\$250.61
Allan Jennings	\$4,182.41	Travis Price	\$1,603.52	Michael Laramie	\$248.81
Jim Bianchi	\$4,063.44	John Hard	\$1,591.98	Ngocbich Cao	\$247.61
Mitch Duplantis	\$3,852.00	Matthew Gilstrap	\$1,583.52	Tara Ponte	\$245.28
Gabriel Hernandez	\$3,740.54	Tomas Thundiyl	\$1,543.79	Godley Varghese	\$244.54
Steve Foti	\$3,719.84	Francisco Perez	\$1,480.36	Rodney Ward	\$236.15
Rebecca Klebsch	\$3,678.47	Matthew Hogan	\$1,048.56	Derrick Bates	\$208.00
Steven Dichiaro	\$3,593.89	Mark Zastrow	\$713.32	Richard Refano	\$160.44
Shamshinder Sidhu	\$3,545.95	Mary Ann Gaelic	\$681.00	Wes Elder	\$125.78
AJ O'Connor	\$3,413.53	Terrence Thomas	\$617.58	Cheryl Foti	\$95.45
Christopher Clark	\$3,331.20	Jane Ronga	\$529.57		
Jeff Dinocento	\$3,198.53	Leo Porter	\$491.78		
David Iriye	\$3,152.76	Brian Colbeck	\$449.85		
Lawrence Hauck	\$3,151.05	Kevin Willey	\$413.45		
Narinder Dhillon	\$3,085.43	Brian Varney	\$399.98		
Eugene Melamed	\$3,068.14	Ricky Thompson	\$397.24		
Brian Traboulay	\$2,867.26	Kimberly Mals	\$383.10		
Joseph Callahan	\$2,691.75	Matthew Kernan	\$377.82		
Joshua Goodman	\$2,544.66	Omar Hashimi	\$344.21		
Alex Roland	\$2,513.83	Yound Yoon	\$343.46		
Tamara Ford	\$2,392.22	Catrina Nguyen	\$338.37		
David Hausman	\$2,164.57	Victor Quimson	\$310.34		
Willie Hayden	\$2,114.26	Loren Cardwell	\$297.30		
Don Wold	\$2,061.99	James Worf	\$288.79		
Michael Walsh	\$2,008.87	Vinicio Buezo	\$276.27		
John West	\$1,987.85	Glenn Snowden	\$273.80		
John Hancock	\$1,925.67	Christopher Fave	\$273.24		
Rachel Arenas	\$1,910.16	Shea Maliszewski	\$271.80		
John McGrath	\$1,888.32	Yvonne Hernandez	\$270.25		
Scott Keeney	\$1,705.03	John Joswick	\$267.67		

**Total**     **\$129,212.27**

# Retention Bonus

QUALIFIER	BONUS	A&H
Ruben Soberanes	\$4,374.15	\$183.16
Angelik Vassilieva	\$4,084.61	\$224.49
Lance Brown	\$3,819.24	
Sylvia Freeman	\$3,612.60	
Timothy Cruise	\$3,379.34	
Helen Taylor	\$3,302.60	\$166.86
Daniel Potilechio	\$3,289.39	
David Wang	\$3,097.35	
Karen McQuoid	\$3,085.82	\$254.79
Russell Morris	\$3,065.60	
Donald Goodman	\$3,048.74	
Max Quasem	\$2,916.91	
Omar Hashimi	\$2,768.85	
Andrew Bishop	\$2,759.20	\$238.77
Desislava Dimitrova	\$2,711.63	\$138.13
Jennifer Baron	\$2,704.34	\$209.10
Dmitriy Goncharuk	\$2,686.34	
Zachary Hart	\$2,656.46	
Al-Karim Walji	\$2,634.18	\$182.50
Danielle Holmes	\$2,623.61	\$183.73
Ronald Friedlander	\$2,604.88	
Lily Tchen	\$2,505.93	
Asher Lavallee	\$2,501.68	\$224.08
Nalda Duran	\$2,433.77	
Desheila Hargrove	\$2,411.86	
Richard Refano	\$2,377.06	
David Solomonov	\$2,359.46	
Patrick Parisi	\$2,315.95	
Roland Cheney	\$2,292.08	
Claudia Rodriguez	\$2,283.80	
Scott Shields	\$2,277.90	\$213.30
Anastasiya Fedosova	\$2,273.78	\$269.23
Jean Brinkmann	\$2,264.13	\$355.95
London Burnett	\$2,256.63	
Erin Ziegler	\$2,250.62	
Robert Ulreich	\$2,236.90	
Shashi Parekh	\$2,223.59	
Peter Derosario	\$2,214.31	\$152.88
Noah Alkinburgh	\$2,184.66	\$217.44
Lee Croft	\$2,182.81	
Amir Sedaghat	\$2,171.97	
John Martin	\$2,166.49	
Noe Gonzales	\$2,153.68	
Joseph Callahan	\$2,147.22	\$160.38
John Bulezca	\$2,042.67	
Daniel Phares	\$2,025.93	
Krista Thieme	\$2,007.62	
Benjamin Mancillas	\$2,001.38	
Anthony Mele	\$1,988.56	\$228.60
Samantha Chui	\$1,963.63	\$208.00
Leo Soucy	\$1,944.18	\$205.92
Stephen Guidice	\$1,912.22	\$207.35
Arnold Iacoviello	\$1,905.36	\$221.04
Nickolay Gusev	\$1,898.91	\$137.43
Jason Young	\$1,878.90	
Michael Perkins	\$1,870.65	
Pawan Sharma	\$1,863.66	\$153.00
Jeff Spanaus	\$1,847.59	\$180.54
Nadia King	\$1,841.09	
Rodney Mori	\$1,811.79	
Michel Dickey	\$1,806.96	\$111.35
Tim Riley	\$1,795.93	\$143.59
Gloria Sanchez	\$1,793.70	
Mack Bell	\$1,793.14	
Gordon Boles	\$1,781.17	\$203.58
Brian Traboulay	\$1,773.56	
Travis Van de Berghe	\$1,763.95	
James Larkin	\$1,755.17	
Cody Templin	\$1,744.29	\$158.54
Andrew Limoli	\$1,736.69	\$144.67
Sebastian Kazek	\$1,735.25	
Ricky Thompson	\$1,731.19	
Dean Sproles	\$1,727.58	
Derrick Bates	\$1,712.48	\$240.00
Chris Martell	\$1,702.95	
Donald Martin	\$1,697.31	
Stuart Paolino	\$1,696.54	\$142.21

QUALIFIER	BONUS	A&H
Richard Nye	\$1,679.12	\$175.60
Tara Soderman	\$1,678.40	
Holly Desmond	\$1,665.78	
Mary Gaelic	\$1,658.00	\$145.20
Joel McNett	\$1,632.75	\$156.30
John Franklin	\$1,624.48	
Ronald Berube	\$1,611.29	\$160.74
Rosalie Zwicker	\$1,572.34	\$309.54
Amanda Nathoo	\$1,570.00	
Nacole Bell	\$1,562.78	
Ngocbich Cao	\$1,533.31	
Yvonne Hernandez	\$1,524.67	
Russ Merkow	\$1,513.54	
Rudi Camenzind	\$1,484.90	
Mark Bleier	\$1,480.80	\$140.32
Brenden Determann	\$1,478.54	
Loan Pham	\$1,477.12	
Alex Bluhm	\$1,476.26	
Ed Olfert	\$1,473.55	
Justin Smith	\$1,468.80	\$150.64
Naveen Eapen	\$1,458.40	\$114.24
Nestor Aramayo	\$1,438.64	\$168.72
Israel Pena	\$1,437.07	
Nathan Edelmann	\$1,431.90	\$146.34
Matthew Wolfanger	\$1,427.03	\$137.04
Chris Rhoades	\$1,420.65	\$191.34
Joseph Coarsey	\$1,406.02	\$164.78
Rachel Buser	\$1,405.50	\$104.82
Patrick Duray	\$1,404.09	
John Sill	\$1,402.73	\$179.04
Alexandre Kalinic	\$1,385.72	\$151.50
Michael Leith	\$1,380.51	
Michael Fagan	\$1,374.12	
Randall Taylor	\$1,374.02	
Navarro Simmons	\$1,369.84	
Carla Miller	\$1,369.62	
Scott Remy	\$1,367.17	
Arthur Westergren	\$1,363.67	\$124.05
Jennifer Robinson	\$1,355.05	\$131.70
Rodney Fugieft	\$1,349.28	
Julie Wells	\$1,347.40	
David Faraway	\$1,338.26	\$107.86
Brian Taylor	\$1,335.91	\$109.98
Robert Tierney	\$1,328.04	
Kobie Samuels	\$1,321.92	
Eli McKenzie	\$1,316.27	
Scott Keeney	\$1,310.86	
Diane Carrion	\$1,302.59	
Robert Pomerleau	\$1,301.44	\$120.00
Roger Rovekamp	\$1,299.99	
Jon Hanec	\$1,282.53	
Bradley Kincaid	\$1,282.21	
Carlos Gonzalez	\$1,279.94	
Bryan Johnson	\$1,273.41	
Laura Fisher	\$1,271.17	
William Thompson	\$1,268.89	
Edward Hanna	\$1,268.31	
Robert Russo	\$1,266.99	
David Garrett	\$1,263.44	
Allison Bankowski	\$1,262.30	
Joaquin Santos	\$1,252.98	
Robert Boyer	\$1,246.65	
Charles McGrane	\$1,245.58	
Darren Miller	\$1,239.21	
Bret Fels	\$1,234.06	
Scott Booth	\$1,230.85	
Maria Esposito	\$1,226.99	
Jinzhou Zhao	\$1,224.09	
Shoshannah Morris	\$1,221.83	
Kevin Muckle	\$1,216.95	
Michelle Workman	\$1,216.70	
Aaron Lembcke	\$1,215.22	\$120.78
Pablo Pirela	\$1,214.19	
Ryan Dorsheimer	\$1,210.88	\$111.38
Earnest Loveless	\$1,210.01	
Calin Baban	\$1,209.47	
Adrian Jefferson	\$1,209.02	

QUALIFIER	BONUS	A&H
James Schneider	\$1,207.49	
Bertram Feldman	\$1,206.96	
Patrick Fowler	\$1,203.92	
Sandi Babcock	\$1,200.81	
Christopher Clark	\$1,200.81	
Jennifer Gilbert	\$1,185.45	
Christopher Cummings	\$1,177.83	
Joe Beard	\$1,176.77	\$87.78
Stefan Johannsson	\$1,174.52	
Thomas Reddoch	\$1,161.28	
Susanne Munro	\$1,157.73	\$149.24
Jeffery Churchfield	\$1,152.74	
Jeremy Welch	\$1,152.46	
Michael Rome	\$1,143.99	\$126.94
Barbara Bomer	\$1,138.75	
Cynthia Wilhelmi	\$1,137.43	
Scott Shirk	\$1,134.03	
Arthur Greene	\$1,131.56	\$99.19
Zachary Frail	\$1,129.90	
Paul Bodinizzo	\$1,128.58	
Rachel Arenas	\$1,123.96	
Karen Petrusdotir	\$1,103.19	\$109.12
Adam Herman	\$1,100.70	
Shannon Spindler	\$1,097.59	
Concelor Davis	\$1,094.11	
Robert Seebler	\$1,093.01	\$170.69
Tim Craycraft	\$1,092.39	
Tony Motley	\$1,076.88	
Tim McAdams	\$1,073.49	
Owlen Reeves	\$1,069.33	
Melissa Ferguson	\$1,067.19	
Alisa Dykes	\$1,061.95	
Brandon Teter	\$1,053.15	
Jeffrey Kelly	\$1,040.79	
Vance Rountree	\$1,039.77	
Jillian Lamb	\$1,026.34	
Malcolm McCall	\$1,019.87	
Eric Nichols	\$1,018.87	
Gloria Kraker	\$1,011.58	
Kenneth Medina	\$1,010.26	
Al Sorischo	\$1,009.68	
Nitin Maharaj	\$1,007.49	
Ryan Freund	\$1,005.73	
Kyle Chuang	\$994.57	\$157.00
Theresa Bellajaro	\$994.31	
Christopher Coralles	\$992.56	
Jeff Ribman	\$989.94	\$101.70
Jamie Winkler	\$966.99	\$80.05
William Lally	\$955.07	\$90.60
Steven Sallsbury	\$952.54	
Crystal Valentine	\$952.00	
Sara Wiltsie	\$950.53	\$101.60
Mark Gorman	\$944.66	
Ka Law	\$943.00	\$77.55
Shamir Walliani	\$942.61	\$79.20
Sidney Trahan	\$942.30	
Kimberly Mals	\$941.76	\$78.75
Benjamin VanFossen	\$934.38	
John Reason	\$913.82	\$112.42
Dale Thurber	\$913.15	\$81.00
Jason Shambo	\$912.09	\$111.15
Germou Johnson	\$911.35	
Steven Dichiaro	\$908.85	
Richard Shirley	\$898.68	
Jason Rainboth	\$896.32	\$84.80
Mary Freda	\$893.60	
Kevin Willey	\$885.36	
Richard Rainone	\$884.26	
Michael Dupree	\$882.42	
Maria Miclat	\$870.92	
Karen Stockwell	\$864.68	
Brittney Scott	\$862.19	
Nathan Snider	\$855.58	
Michelle Browne	\$854.59	
Thomas Harris	\$853.54	
Theresa Rizzi	\$844.02	
Matthew Willrodt	\$843.56	



# Retention Bonus

QUALIFIER	BONUS	A&H
Angeles Ordas	\$842.91	
Jayci Lau	\$839.93	
Terrence Adams	\$838.71	
Pat Alessi	\$835.31	
Rog Beaudro	\$832.02	
Tifani Ahlstrom	\$831.54	
Tommy Chan	\$829.77	
Paul Vojtek	\$829.65	
Thomas McElwee	\$829.52	
Daniel Matheney	\$828.72	
William Sanders	\$828.59	
Claude Claybrook	\$827.58	
Larry Clemons	\$822.38	
Derek Sandilands	\$817.90	
Ricardo Ferreira	\$812.93	
Paul Damour	\$812.71	
John Craig	\$810.83	
Joshua Goines	\$810.60	
John Baloun	\$806.14	
Kim Sprenger	\$805.21	
William Childress	\$801.28	
Torrence Rowell	\$800.38	
Mark Hammack	\$757.04	\$135.64
Freddie Copley	\$726.25	\$93.00
Charles Debrot	\$706.38	\$73.04
Nathaniel Brooks	\$697.31	\$107.88
Debra Porter	\$693.95	\$66.16
Carl Rudd	\$692.37	\$106.64
James Cahalin	\$691.83	\$75.75
Robert Murphy	\$687.82	\$63.00
Dylan Heckart	\$687.81	\$66.40
Laura Maloziec	\$678.75	\$67.60
Brian Hellman	\$674.55	\$61.28
Jason Roby	\$673.46	\$86.76
Matthew Dahler	\$670.72	
Graeme Beattie	\$667.92	\$88.80
Andre Abramovich	\$666.78	
Wade Rowcliffe	\$652.71	\$72.96
Jane Truscott	\$646.48	\$60.36
Chawn Roundtree	\$640.37	\$63.00
Rajkumar Padmawar	\$637.31	
Rosanne Landon	\$636.47	
Bobby Salmons	\$634.24	
Chad Keeney	\$633.33	
Michael Scott	\$632.31	
Merry Christmas	\$631.80	\$61.92
Justin Bridendolph	\$627.70	
Robert Gonzales	\$625.22	
Norman Lew	\$622.59	
Nicole Barney	\$616.43	
Timothy Howe	\$616.38	
Kimberly Martin	\$603.95	
Bianca Bullock	\$601.93	
Michael Nelson	\$598.82	
Mohammad Ebadl	\$598.34	
Jennifer Robinson	\$596.61	
Elonia Barr	\$594.51	\$46.38
Joseph Coleman	\$594.00	
Michael Spring	\$591.66	
Raymond Brenny	\$590.97	
Carmen Gonzales	\$589.41	
Steven Eckert	\$587.10	\$46.15
Bradley Bittner	\$586.60	\$45.92
Elizabeth Michalek	\$585.64	
Todd Krentzel	\$585.36	
Vinicio Buezo	\$584.44	
Fernando Gonzalez	\$584.11	
Kimblin Cowins	\$583.42	
Dustin Hendersheid	\$579.84	
Ramin Madani	\$579.12	
Pinyo Nuangsrri	\$577.80	
Jason Harris	\$576.63	
Adriana Mendoza	\$576.54	
Ralph Munroe	\$573.06	
Leaette McCallister	\$571.05	
Nathan Vazquez	\$570.73	
Susan Silvia	\$569.88	

QUALIFIER	BONUS	A&H
Todd Stallsworth	\$569.28	
Kevin Barrow	\$569.22	
Robert Hamilton	\$567.85	
Jennifer Bodo	\$566.25	
Moswen Taylor	\$563.35	
Jason Gurnett	\$562.28	
Joyce Dacklin	\$547.36	\$107.42
Thomas Tulowiecki	\$543.90	\$59.22
Melic Fadel	\$543.45	\$90.41
Jay Meyer	\$532.81	\$61.36
Paul Mahoney	\$518.14	
Patrick Mazerolle	\$513.97	\$61.15
Ted Bryson	\$496.96	\$110.94
Timothy Clark	\$488.89	
Rudolph Dsouza	\$488.78	
Lorena Barriere	\$486.83	
Sushen Chand	\$486.75	
Robert Rowe	\$485.04	\$67.47
Marcus Bautista	\$484.75	
Ronald Trombetta	\$482.99	
John Buss	\$482.52	
Deborah Vella	\$482.51	
Loren Cardwell	\$479.38	
James Davis	\$478.90	
Kobina Sekyi	\$475.78	
Jennifer Sullivan	\$465.71	
Nicholas Soboleski	\$465.50	
Brian Schreiter	\$464.04	
Michael Laramie	\$460.56	
Susan OByron	\$459.66	\$55.44
David Laggan	\$457.94	
Thomas Vanosdol	\$457.15	\$64.02
Matthew Hogan	\$456.99	
Douglas Bauknecht	\$455.01	
Carl Ignatius	\$454.23	
David Gevry	\$453.78	
Janice Dixon	\$453.29	
Preston Foster	\$452.61	
Zulfikar Bhukera	\$451.26	
Louis Costa	\$450.63	
Jessica McDowell	\$449.98	
Wayne Wong	\$449.19	
Kimmoy Lewis	\$442.63	
Brian Lulloff	\$441.82	
Salvatore Giacchi	\$441.53	
Elmore Mundell	\$441.31	
John Farley	\$440.37	
Sabeel Caudle El	\$440.03	\$62.58
Ilya Kardava	\$439.52	\$46.56
Ryan Haley	\$439.28	
Rigoberto Pedroza	\$436.35	
Steven Engrav	\$435.54	
Raul Duran	\$434.55	
May Lor	\$427.38	\$48.66
C Drew Hauth	\$418.23	
Majed Alsaigh	\$418.13	
John Campanello	\$417.49	
Shakia Crump	\$416.89	
Christopher Grupinski	\$415.39	
Jennifer Connelly	\$414.09	
Mack Johnson	\$411.35	
Jason Coleman	\$411.26	
Rachel Doades	\$409.77	
Roy Adair	\$409.77	
John Custer	\$408.87	
Eddie Ramos	\$408.73	
Julia Clark	\$408.02	
Beth Snow	\$407.78	
David Kerslake	\$407.43	
Latasha Grider	\$407.28	
Andrew Hughson	\$406.76	
Gary Pino	\$406.00	
Jullian Goodin	\$405.06	
Neil Broadhead	\$404.58	
Cynthia Elmore	\$404.22	
Richard Cassidy	\$403.72	
John Nemesj	\$403.64	

QUALIFIER	BONUS	A&H
Amy Perfetti	\$401.04	
Bruce Lamont	\$400.98	
Steve Fay	\$398.26	
Steven Small	\$398.11	
William Nestmann	\$397.89	
Jonathan Cole	\$397.43	
Jena Rana	\$396.19	
Dorothy Johnson	\$395.68	
Tunde Abolade	\$394.78	
Jimmy Lee	\$394.06	
Sarah Fowler	\$393.69	
Barbara Ybarra	\$392.96	
John Castore	\$392.45	
Philmore Warner	\$391.26	
Kimberly Elliott	\$390.78	
Sara Beckley	\$388.59	
Kara Peck	\$388.37	
Peter Clarke	\$387.43	
William Raymond	\$385.83	
Nicholas Porter	\$384.04	
Shea Maliszewski	\$383.16	
Sylvia McKoy	\$381.55	
Nick Anthony	\$381.07	
Cindy Craven	\$380.81	
Marcos Garcia	\$380.12	
Sarah Tavera	\$378.26	
Timothy Southerton	\$378.00	
Cathy Baringhaus	\$377.85	
Jacob Dackman	\$372.38	
Keith Flood	\$243.36	
Billy Farrar	\$243.15	
Mark Rosenbaum	\$230.32	
Timothy Hansen	\$222.61	
Dennis Mahone	\$214.48	
Jill Determan	\$205.47	
Nathan Marsh	\$198.81	
Zachary Lee	\$198.51	
Edward Osborne	\$194.70	
Kimberly Hunt-Jarman	\$178.85	
Jatinder Kumar	\$178.80	
Timothy Kelly	\$178.58	
Raymond Giuffrida	\$178.55	
Marie Halverson	\$176.31	
Marta Rocha	\$174.14	
Margaret Conway	\$173.03	
Bradley Weir	\$169.09	

<b>Total Bonus Paid Out</b>
<b>465,378.89</b>
<b>Total A&amp;H</b>
<b>13,566.63</b>